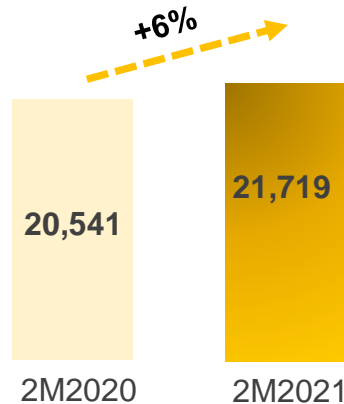




YTD FEBRUARY 2021 PERFORMANCE REPORT

NET REVENUE

(VND bn)

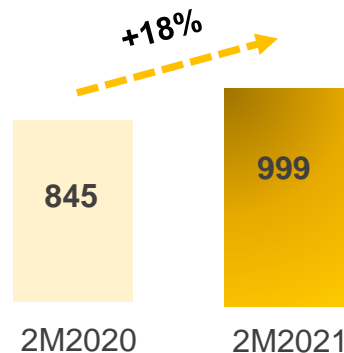


17%

2021 Net revenue target of VND125,000 billion was completed

NET PROFIT AFTER TAX

(VND bn)



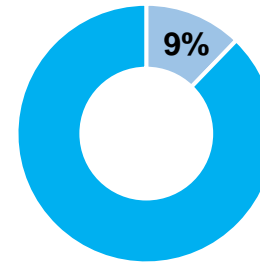
21%

2021 NPAT target of VND4,750 billion was completed

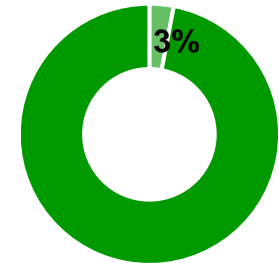


CONTRIBUTION OF ONLINE SALES

Online revenue contribution in TGDD & DMX



Online revenue contribution in BHX



Total YTD online revenue = VND 1,635 billion, +34% YoY



4,195 stores till the end of February 2021

CHAIN	STORE COUNT	REVENUE BREAKDOWN BY CHAINS	% YOY REVENUE GROWTH YTD FEBRUARY 2021
TGDD	908	26.0%	-5%
DMX	1,531	55.7%	0%
BHX	1,756	18.3%	+54%

(*) Revenue breakdown by chains and store-count did not include Bluetronics



YTD FEBRUARY 2021 PERFORMANCE REPORT

- In cumulative 2M2021, MWG recorded **the consolidated net revenue of VND 21,719 billion (+ 6% YoY) and net profit after tax (NPAT) of VND 999 billion (+ 18% YoY). The YTD net margin hit the record of 4.6% in the Tet Holiday season 2021.** With this result, MWG fulfilled 17% of revenue and 21% of net profit target for FY2021.
- The recent outbreak of Covid pandemic happened in the peak sales season of this year from the late January to 10th February. Hence, nearly 100 TGDD & DMX stores that located in lockdown or social distancing areas were requested to close or limit the maximum number of customers in a store. This impacted directly to business results of TGDD/DMX. However, thanks to drastic measures of the Government in controlling the pandemic and outstanding effort of all MWG's retail chains, the Company still maintained significant growth in profit compared to the same period last year. For February 2021 only, the net profit surged by 70% YoY.
- The aggregate revenue of TGDD & DMX in cumulative 2 months was about VND 17,700 billion, equivalent to that in the same period last year. In which:
 - Small appliances, laptops and watches recorded positive YoY sales growth.
 - Phones and white goods achieved the similar sales value compared to 2-month 2020.
 - Sales value of electronics category slid due to the weak demand in the Tet Holiday this year.
- By February-end, DMX Supermini (DMS) had footprint in 62/63 cities and provinces across the country with 388 stores (of which, 21 new stores were added in February). In cumulative 2 months of 2021, DMS contributed approximately VND 950 billion, accounting for 8% revenue of DMX.
- Bluetronics reached the milestone of 50 stores and spanned in 13/15 cities and provinces of Cambodia. Bluetronics officially became the biggest mobile devices and consumer electronics retailer in Cambodia by both revenue and store count. Due to the current complicated pandemic situation in this country, the expansion plan for new Bluetronics stores was temporarily delayed. Nevertheless, the chain still aims at break-even EBITDA at the company-wide level in 2021.
- In cumulative 2M2021, online revenue contributed VND 1,635 billion, jumping by 34% YoY and accounting for 8% total revenue of MWG.



YTD FEBRUARY 2021 PERFORMANCE REPORT

- With 1,756 points of sales and the online channel, BHX recorded 2-month cumulative turnover of approximately VND 4,000 billion, equivalent to 54% YoY growth. The average sales per store was over VND 950 million for 20 days of operation in February.
- As of 28th February 2021, BHX had 1,756 stores (added 6 new stores in this month) across 25 cities and provinces, of which:
 - By location, 70% of its store-count locating in provincial market, compared to 59% at the same period last year.
 - By size, 36% of its store-count having area from 300sqm and above, compared to 19% at the February-end 2020.
 - By time of operation, 58% of its store-count fully operating at least 12 months (opened before 1st March 2020).
- In addition to new stores opened in the month, BHX upgraded 3 existing stores to 500sqm-size format mainly in provincial area, raising total number stores of this format to 242 stores in 19 cities and provinces in the Southern Vietnam.
- BHX online channel continued to surge in both number of bills and revenue contribution. In cumulative 2M2021, the number of transactions was 4 times and the sales value was 3 times compared to that level of the same period in 2020.
- BHX is expected to have more than 2,000 stores, of which around 500 large-size stores ($\geq 500\text{sqm}$) at the end of 2021. The Company will maintain the expansion pace of 30 new stores per month to focus on upgrading high-performing stores and improve the profitability.
- Till the February-end, An Khang pharmacy chain had 75 stores in operation (of which, 60 stores were arranged next to the large-size BHX stores).